Vak: Professional Skills & Community Contribution — credits: 5

Vakcode	SEVM19PSCC	**Werkvormen**	Hoorcollege
Naam	Professional Skills & Community Contribution	**Toetsen**	Professional Skills and Community Contri - Opdracht
Studiejaar	2026-2027		
ECTS credits	5		
Taal	Engels		
Coördinator	F.J. Guzman Munoz		

Leeruitkomsten

At the end of this module the student is able to:

- show understanding of the differences between distributive and integrative bargaining and identify them in an applied setting.
- describe and analyze the main factors that affect intercultural negotiations in own country and compare them with a second country of his/her own choice.
- design and evaluate a negotiation plan based on feedback received after a role-modelling exercise.
- design a questioning strategy and evaluate its suitability on a given negotiation situation.
- explain the arguments that constitute the business case for Corporate Social Responsibility (CSR).

Inhoud

Negotiation skills – the student will learn about the different types of negotiation styles the student can use and practice developing effective arguments. We will also see how questions should and should not be used in a negotiation context and the type of conventions that apply in intercultural negotiations.
Sustainability - the student will be introduced to concepts like Green Engineering and Cradle to Cradle, as well as Corporate Social Responsibility.

Opgenomen in opleiding(en)

Smart Systems Engineering

School(s)

Engineering, Life Sciences & ICT

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